

Leonardo Alvarez

Sales Enablement and Information Developer

414-236-8081 | leonardoalvarez@gmail.com | linkedin.com/in/leonardo-alvarez-it

A results-oriented leader with a proven ability to manage high-performing teams and drive business growth. Possesses a deep understanding of innovative technologies and best practices, specializing in promoting a growth mindset. Adept at translating complex technical information into engaging content, ensuring professionals are equipped with the knowledge and tools they need to succeed. Passionate about promoting a culture of continuous learning, innovation, and excellence.

AREAS OF EXPERTISE

Client and Business Partner Collaboration | Organizational Change Management | Process Improvement and Optimization | Advocacy and Relationship Building | Multimedia Development | Data Analysis and Corrective Action

PROFESSIONAL EXPERIENCE

Sales Enablement and Information Developer | IBM

2021 – 2024

- Partnered with Subject-Matter Experts to determine and develop learning objectives for courses.
- Collaborated with the Sales Enablement Center of Excellence to develop a comprehensive checklist for course developers
- Analyzed software compatibility reports to evaluate integration potential between multiple software programs, identifying and resolving conflicts.
- Gathered, developed, and assembled technical solutions for Application Modernization portfolio.
- Implemented AI-powered products and their applications in reducing repetitive work and improving business performance.
- Partnered with cross-functional teams to analyze product enhancements and developed hands-on labs showcasing the improvements.

Computer Science Instructor | Oconomowoc High School

2020 – 2021

- Spearheaded projects that focused on developing students' programming and coding skills.
- Created user guides, best practices documents, and reference materials in a virtual environment.
- Conducted engaging workshops and presentations.
- Used data-driven approaches to optimize learning experiences.

Entrepreneur | icniVaD Communications

2007 – 2021

- Planned, developed, assessed, deployed, and maintained web applications.
- Translated client requirements into application designs and system requirements.
- Provided effective troubleshooting and remediation for web applications.
- Determined coding needs for e-commerce, security, and specialized scripts, and tested website design for responsiveness and effectiveness.

SKILLS

- Business Acumen: Go-to-market Strategy Development and Sales Enablement
- Deliverables: Instructor/Virtual-led trainings, Lab Setup Guides, Hands-on exercises, Infographics, and Storyboards
- Middleware: IBM App Connect Enterprise and MQ Explorer
- Tools and Technologies: Snagit, Adobe Audition, GitHub, PyCharm, Camtasia, Jira, Adobe Captivate, OpenShot, and Vyond

EDUCATION

Master of Science, Educational Leadership | Cardinal Stritch University

2004-2005

Bachelor of Science, Sociology and Secondary Education | Marquette University

1993-1997

SPEAKING ENGAGEMENTS AND CREDENTIALS

- IBM TechXChange 2023: "Development & Testing for IBM App Connect"
- IBM Certified Exam Developer 2023
- IBM Certified Developer – App Connect Enterprise
- IBM Data Visualization Using Python
- O'Reilly Media – API Fundamentals